

## Message Text

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TOSEC 039

E.O. 11652: GDS

TAGS: OVIP (KISSINGER, HENRY A.)

SUBJECT:BRIEFING MEMORANDUM: LATIN AMERICAN REGIONAL  
ISSUES/BILATERAL RELATIONS

- - - (S/S NO. 7502914 )

FOR THE SECRETARY FROM ROGERS

ON FEBRUARY 9, YOU ASKED FOR AN OUTLINE OF OUR  
LATIN AMERICAN POLICY IN THE COMING MONTHS. I HAVE  
TRIED TO TAKE INTO ACCOUNT THE DOMESTIC POLITICAL EQUATION.

I. REGIONAL ISSUES. THERE ARE FIVE.

1. CUBA: RESOLVE THE OAS SANCTIONS ISSUE. REMOVE  
THE THIRD COUNTRY CONSTRAINTS AS THEY APPLY TO US SUB-  
SIDIARIES. CONTINUE QUIT PRO QUO BILATERAL MOVES. THE  
EXECUTIVE SHOULD STAY OUT IN FRONT. IF CONGRESS CON-  
TINUES TO INDULGE ITS TEMPTATION TO MEDDLE (KENNEDY IS  
PLANNING A TRIP TO HAVANA, FOR EXAMPLE) THE US WILL PAY A  
PRICE.

2. PANAMA: GET A TREATY THIS SPRING, AND STICK IT  
TO THE LIBERALS ON THE HILL THAT IF THEY REALLY WANT TO  
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BE HELPFUL IN FASHIONING A NEW POSTURE FOR THE US IN

LATIN AMERICA THE PANAMA TREATY IS THE ACID TEST.

3. THE INTER-AMERICAN SYSTEM; IT IS IN CRISIS.

WE CAN PAPER OVER THE CRISIS BY GOING BACK TO BUENOS AIRES, AND ALLOWING THE OAS TO STUMBLE ALONG WITH A NEW SECRETARY GENERAL AND SOME MORE US MONEY. OR WE CAN GIVE A REAL PUSH TOWARD RESTRUCTURING OF THE OAS, AND IN THE PROCESS REDUCE THE OPPORTUNITIES AND TEMPTATIONS TO BLOC CONFRONTATION WHICH VEX THE HEMISPHERE NOW. TO THIS END, FOR THE FIRST TIME WE SHOULD TAKE THE LEAD IN THE REORGANIZATION OF THE INTER-AMERICAN SYSTEM.

4. TRADE AND FINANCE: PROCEED IN A BUSINESS-LIKE WAY TO SEE IF WE CAN ADJUST THE TRADE REFORM ACT TO TAKE CARE OF THE LATIN COMPLAINTS. REFLECT LATIN INTERESTS IN OUR NEGOTIATING POSTURE IN GENEVA. TRY HARD TO DEFUSE THE COUNTERVAILING DUTIES ISSUES. SUPPORT THE INTER-AMERICAN BANK -- SELL THE VETO AND GET THE REPLENISHMENT. KEEP OUR BILATERAL AID AT PRESENT LEVELS.

5. LAW OF THE SEA: PRESS HARD AT GENEVA NEXT MONTH FOR AGREEMENT ON THE ACCEPTABLE ECONOMIC ZONE (PATRIMONIAL SEA) CONCEPT WHICH SHOULD HELP US AVOID THE TYPE OF CONFRONTATION WE ARE NOW HAVING WITH ECUADOR.

AND, IN THE REAL REALM OF STYLE ... BE CONCILIATORY ... AND AVOID SLOGANS AND PROMISES, PARTICULARLY IN MULTILATERAL FORA.

## II. BILATERAL RELATIONS

1. IT IS THE BIG REGIONAL DEBATES THAT GET THE PUBLIC ATTENTION. BUT THE REAL GRIST OF OUR RELATIONS ARE BILATERAL. THIS WILL BE MORE AND MORE TRUE, AS LATIN AMERICA IS INCREASINGLY DIFFERENTIATED BY THE PROCESS OF ECONOMIC AND POLITICAL CHANGE. OVERALL, OUR BILATERAL RELATIONS ARE NOW QUITE GOOD. THEY CAN BE STEADILY IMPROVED OVER THE NEXT TWELVE MONTHS.

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2. THERE ARE SOME NATTERING PROBLEMS -- THE TUNA CONTROVERSY WITH ECUADOR, COUNTERVAILING DUTIES WITH BRAZIL AND THE GENERAL SENSE OF TENSION AND MISUNDERSTANDING IN CARACAS. BUT I RECKON THESE TO BE AT LEAST MANAGEABLE.

3. YOUR TRIP WILL HELP SIGNIFICANTLY WITH KEY SOUTH AMERICAN COUNTRIES. IF WE GET A PANAMA TREATY, WE WILL

HONESTLY BE ABLE TO SAY A YEAR HENCE, I BELIEVE, THAT  
OUR GENERAL BILATERAL RELATIONSHIPS HAVE RARELY BEEN  
BETTER WITH LATIN AMERICA.

4. THIS, AFTER ALL, IS WHAT FOREIGN AFFAIRS IS ALL  
ABOUT. I WOULD BE INCLINED TO SAY AS MUCH TO THE  
AMERICAN PEOPLE -- THAT WE HAVE A WELL-DESIGNED POLICY OF  
CLEARING UP OLD IRRITANTS (CUBA, PANAMA), MODERNIZING  
THE OAS ... AND THEN CONCENTRATING, NOT SO MUCH, ON  
REGIONAL RHETORIC AND GENERAL PROTESTATIONS OF UNDIFF-  
ERENTIATED GOOD WILL, BUT ON THE REALITIES OF OUR  
IMPORTANT AND DISCRETE BILATERAL RELATIONSHIPS. INGERSOLL

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